WAIS *Inc*

Wide Area Information Servers

Corporate Fact Sheet

MISSION
: WAIS, Inc. has three major goals: developing the Internet as a viable means for distributing information electronically; improving the nature and quality of information available over networks; and offering better methods to access that information.

PRODUCTS & MARKETS
: WAIS, Inc. provides interactive on-line publishing systems and services to organizations who wish to deliver information over the Internet. The major markets for WAIS, Inc. are business, government, libraries and educational organizations.

BACKGROUND
: WAIS, Inc. is a privately-held company established in July, 1992 by Brewster Kahle. Mr. Kahle, president of WAIS, Inc., organized the original WAIS (Wide-Area Information Servers) consortium comprised of Apple Computer, Inc., KPMG Peat Marwick, Dow Jones & Co. and Thinking Machines Corp., his former employer.

TECHNOLOGY
: A pioneer in electronic publishing and distribution, WAIS, Inc. is applying Internet-based technologies (e.g. WAIS, Gopher, Mosaic, etc.) to provide interactive on-line services for its customers. The company continues to develop advanced on-line technology to integrate into its products and services.

APPLICATIONS
: **Organizational memory:** Making corporate documents available over networks (e.g. contracts, resumes, phone lists, electronic mail archives).
Help Desk: Giving companies a way to stay in touch with customers worldwide by publishing information over networks (e.g. product literature and technical support).
Publishing: Helping professional subscription-based publishers (e.g. news services, encyclopedias) as well as transaction-related businesses (e.g. mail order catalogues) publish on the Internet.

FUTURE PLANS
: WAIS, Inc. plans to provide organizations that publish over the network a continued stream of next-generation on-line products.

WAIS Inc

DOMESTIC (USA)
WAIS Inc. Products

Effective date: January 24, 1994
Contact: info@wais.com

WAIS Server™ for Unix

WAIS Server is a network publishing system designed to help users find information over a computer network by simply asking questions.

Enhanced search characteristics for greater precision and recall:

Full–text search takes into account word frequency, density and proximity
Weighted Boolean search integrates with free text
Fielded search supports up to 256 fields per database
Relevance feedback expands search to find related documents
Choice of two stemming packages (search term "computers" finds "computer")
Wildcards (search term "comput*" finds "computer", "computing", etc.)
Customizable stopword lists (words to be ignored when searching, ie: "the", "it", etc.)
Query Report provides immediate feedback (size of database, total hits, etc.)

Access control for greater security and user authorization

Efficient use of disk space: indexes created by WAIS Server for Unix are small (they range from one–third to one–half the size of the database, without compromising server performance).

WAIS Forwarder™ for Unix

For organizations with "firewall" machines operating between organizational LANs and the Internet, WAIS Forwarder allows internal client machines to access WAIS resources on external networks while providing a single point of entry for network administrators.

FREE Evaluation for both WAIS Server and WAIS Forwarder (see Price List).

Platforms supported:
Sun 4.1.x, Solaris 2.x
DEC Alpha, DEC Ultrix
IBM RS6000, HP-UX
SCO UNIX, Dell UNIX
DG Aviion, BSDI 1.1
NeXT, Apple A/UX

DOMESTIC (USA)
WAIS Inc. Price List

Effective date: January 24, 1994
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Products

WAIS Server™ for Unix $15,000

Purchase includes software, single–cpu license, documentation, custom parser toolkit, and first year Support and Maintenance (see below).

Additional Servers (same site or campus) $ 5,000
WAIS Server Site License $60,000
WAIS Server Enterprise License $160,000
WAIS Server WAIS Server Source Code $40,000

Source code license allows holders of binary licenses to customize the system to their own environment. A single source code license applies to all server licenses held by a customer organization.

WAIS Forwarder™ for Unix $1,000
WAIS Forwarder Enterprise License $12,000

Support

First year support is included in purchase price. Provides updates, bug fixes, technical support and training information from WAIS Inc.

WAIS Server (single cpu) Support $ 5,000/year/server license
Site–Level Support $ 20,000/year/site license
Enterpise–Level Support $ 40,000/year/enterprise
WAIS Forwarder Support $ 250/year

Total cost of one WAIS Server with source code = $55,000, support and maintenance = $5,000/yr
Total cost of site license with source code = $100,000, support and maintenance = $20,000/yr

Services

Evaluation Trial FREE

30–day trial use of WAIS Server or WAIS Forwarder, electronically downloaded from the WAIS Inc. distribution server.

Installation and training $10,000

On–site start–up support and system administrator training. Total cost of WAIS Server™ with installation option = $25,000

Custom Database Integration Ask for quotation

Allows WAIS Server to index and retrieve documents from customer's database management system (recommended for large collections). Custom parser development is also available. WAIS Inc. will provide a free evaluation of a customer's database integration needs, and will recommend an integration strategy.

Alliance Support and Development Program Ask for quotation

WAIS Inc. or its licensed representatives will provide dedicated personnel for on–going administration, support, development and customization of WAIS Inc servers.

Bundling, OEM, and co–development relationships invited. Dealer, value–added reseller and integrator inquiries invited. Multi–processor hosts may be used with a single–cpu license so long as the WAIS processes do not require multiple, dedicated cpu's. Volume discounts are available.

WAISGATE

WAIS Inc. has introduced a new World-Wide-Web to WAIS gateway named WAISgate. This tool allows server administrators to customize WWW user interface to their WAIS databases. We have developed user interfaces and invite comments on how the software may continue to be enhanced. We ask that you please try:

* directory of servers

* WWW news group

* wais news group

* gopher new group

* West's Legal Directory (WLD)

* Other WAIS servers registered in the directory of servers.

Please note: WAISgate requires a Web viewer that handles forms (such as Mosaic 2.x). The features of WAISgate are:

* Ability to access local and remote WAIS databases

* Multi-type documents with associated icons for each document format

* Table -lookup conversion from WAIS Types to MIME Contect Types

* Fielded search for commercial WAIS databases

* Single-step processing: search of directory-of-servers, to database search, and to document retrieval

Some examples of the use of WAISgate are:

1) Visit directory of servers. Enter the search term "Smithsonian" and select the "smithsonian-pictures.src" database. Next, enter the search term: "gor*". (The "*" is an example of using the right truncation.) Select either the text, the thambnail image, or the full image documents for retrieval.

2) To try a fielded search, visit: www new group, wais news group, or gopher news group. These are HTML pages for searching the Gopher, WAIS, and "Complete Text Search Terms" is where you may enter your WAIS question. If archive, such as "subject" or "from", enter your search terms in the corresponding search box. When you have completed entering in your search terms, use the "Submit Query" box to process the search.

3) Visit West LAW's legal directory: this commercial service is available for free use, served from WestLAW in Minneapolis/St. Paul, Minnesota. The server contains the names of more than 600,000 lawyers in the USA. The user can usually find the lawer that is being searched for by entering the name of a lawyer and the city where he/she is located.
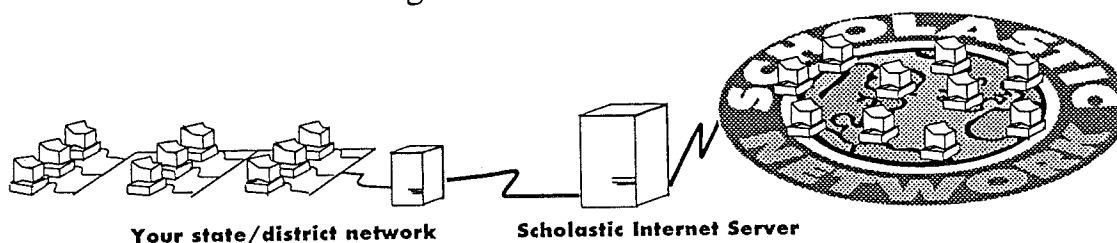
WAIS Inc. would like to express a special thank you to Francois Schiettecatte and the Smithsonian Institution for the use of the Smithsonian Pictures Database, and to Steven E. Brener for the Perl Library routines. Thanks to the NCSA for the public domain HTTP daemon and the associated icons. This will run as a free service on the Web. Please send comments to waisgate@wais.com
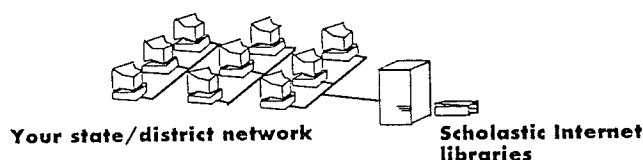
Scholastic Internet Libraries
Spring 1994

Connection Options

You can connect to Scholastic Internet Libraries
through our Internet server...

Your state/district network   **Scholastic Internet Server**

or run the information locally on your own network...

Your state/district network   **Scholastic Internet libraries**

Charter Pricing

Pay a flat annual rate
based on the number of
network accounts, and
receive 6 months of
service free, with a 20%
discount for 2nd year
renewal.

Number of network accounts	Annual Subscription
1,000-5,000	$7,000
5,000 - 10,000	$10,000
10,000 - 30,000	$15,000

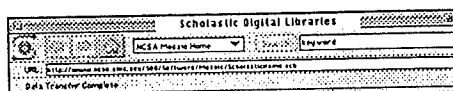**For more information on Scholastic Internet Libraries, contact:**

Susan Mernit
Director of Network Development
(212) 343-4920

Andrew Schofer
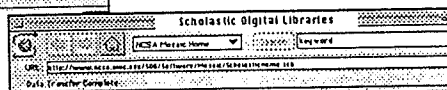Director of Sales & Marketing
(212) 343-4935

Finally, an Internet service just for teachers and schools.

From the company that knows just what they need.

☐ **The Libraries are rich:** Packed with more than 5,000 articles, interviews, lesson plans, research reports, biographies, and more—culled from the vast resources of Scholastic.

☐ **The Libraries are easy to use:** Even for Internet beginners, because they're based on the intuitive MOSAIC, Gopher, and WAIS technologies.

☐ **The Libraries are flexible:** Because they use natural language search technology. That means teachers and students can locate just the right materials for their needs, by entering the search words of their choice.

☐ **The Libraries are practical:** Because the material is designed to integrate easily with the existing curriculum, and is timely, appropriate and keyed to age and grade level, as well as teaching approach.

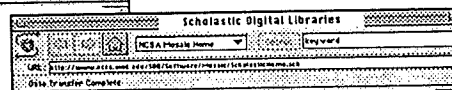☐ **The Libraries are affordable:** With a flat rate that can be as low as 50 cents per account per year.

Reading and Language Arts Library for Grades K-12

* Author biography database
  100+ biographies
* Teaching with Literature
  Cross curricular lesson plans
* Writing Workshop
  Lesson plans, articles, workshops
* Reading Workshop
  Lesson plans, articles, workshops
* Portfolio & Assessment Library
  Lesson plans, articles, workshops

Middle School Natural Science Library

* Teacher Resource Library
  Science standards, research
  How-to articles, lesson plans
* Student Information Reousrce
  Natural Sciences
  Earth Science
  Meteorology
  Astronomy
  Endangered species
  Environment

Integrating Technology Library

* Internet Lesson Plans
  For all curriculum areas
* Technology Planning Center
  School/district technology plans
* Technology Information Library
  Bibliographies, associations, conferences
* Telecommunications basics
  Lesson plans, articles, workshops
* Internet Software Library
  Including educational software reviews

Plus: *A Seasonal Library, with interdisciplinary events, activities and lesson plans for every grade and every curriculum area, keyed to the season, special holidays, and months and days throughout the school year.*